

St. Louis Lambert International Airport
Monthly Concession Sales and Airport Revenue
March 2017/2018 Comparison Summary

Enplanements	March 2017	March 2018	% Change
	633,474	662,046	4.51%

Concessions		Gross Sales 2017	Gross Sales 2018	Percent Change	Sales/Enplane 2017	Sales/Enplane 2018	Percent Change	Airport Revenue 2017	Airport Revenue 2018	Percent Change	Rev/Enplane 2017	Rev/Enplane 2018	Percent Change
News & Gifts	Hudson News & Gifts	\$1,582,397	\$1,656,055	4.65%	\$2.50	\$2.50	0.14%	\$333,333	\$333,333	0.00%	\$0.53	\$0.50	-4.32%
Food & Beverage	Host, OHM Group, Vino Volo, Wingtips	\$4,141,138	\$4,461,910	7.75%	\$6.54	\$6.74	3.10%	\$510,560	\$554,366	8.58%	\$0.81	\$0.84	3.89%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$8,911,236	\$9,180,504	3.02%	\$14.07	\$13.87	-1.42%	\$925,542	\$938,174	1.36%	\$1.46	\$1.42	-3.01%
Specialty Retail	Tech on the Go	\$132,963	\$157,215	18.24%	\$0.210	\$0.237	13.14%	\$31,250	\$31,250	0.00%	\$0.049	\$0.047	-4.32%
Advertising	Clear Channel	\$120,449	\$94,199	-21.79%	\$0.19	\$0.14	-25.17%	\$66,451	\$60,417	-9.08%	\$0.10	\$0.09	-13.00%
Vending	Avendco	\$26,891	\$25,023	-6.95%	\$0.042	\$0.038	-10.96%	\$13,983	\$13,012	-6.95%	\$0.0221	\$0.0197	-10.96%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$12,222	\$11,259	-7.88%	\$0.019	\$0.017	-11.85%	\$6,861	\$4,483	-34.65%	\$0.011	\$0.007	-37.47%
Wireless Internet	Concourse Communications	\$39,405	\$103,394	162.39%	\$0.06	\$0.16	151.06%	\$15,155	\$24,012	58.44%	\$0.024	\$0.036	51.61%
Ground Transportation	Best Transportation	\$112,839	\$47,886	-57.56%	\$0.178	\$0.072	-59.39%	\$11,284	\$7,417	-34.27%	\$0.0178	\$0.0112	-37.11%
Luggage Carts	Smarte Carte	\$10,634	\$12,418	16.78%	\$0.017	\$0.019	11.74%	\$833	\$1,743	109.17%	\$0.001	\$0.003	100.15%
Taxi Cabs	Taxi Fees							\$66,471	\$109,409	64.60%	\$0.10	\$0.17	57.49%
Parking	Super Park	\$2,858,064	\$2,974,243	4.06%	\$4.51	\$4.49	-0.43%	\$2,018,426	\$2,053,266	1.73%	\$3.19	\$3.10	-2.66%
Monthly Airport Totals		\$17,948,238	\$18,724,106	4.32%	\$28.33	\$28.28	-0.18%	\$4,000,150	\$4,130,882	3.27%	\$6.31	\$6.24	-1.19%

Notes

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.

St. Louis Lambert International Airport
Monthly Concession Sales and Airport Revenue
March 2017/2018 Comparison Summary

Concession Sales by Location	Gross Sales 2017	Gross Sales 2018	Percent Change	Sales/Enplane 2017	Sales/Enplane 2018	Percent Change
A Concourse				124,967	121,737	-2.58%
News & Gifts	\$276,158	\$285,948	3.55%	\$2.21	\$2.35	6.29%
Food & Beverage	\$844,205	\$837,095	-0.84%	\$6.76	\$6.88	1.79%
Specialty Retail	\$37,539	\$43,005	14.56%	\$0.30	\$0.35	17.60%
Totals	\$1,157,902	\$1,166,049	0.70%	\$9.27	\$9.58	3.38%
C Concourse				146,884	138,371	-5.80%
News & Gifts	\$408,619	\$384,428	-5.92%	\$2.78	\$2.78	-0.13%
Food & Beverage	\$883,866	\$863,139	-2.35%	\$6.02	\$6.24	3.66%
Specialty Retail	\$46,794	\$48,945	4.60%	\$0.32	\$0.35	11.03%
Totals	\$1,339,279	\$1,296,512	-3.19%	\$9.12	\$9.37	2.76%
Terminal 1 Pre-Security				271,851	260,108	-4.32%
News & Gifts	\$81,726	\$75,242	-7.93%	\$0.30	\$0.29	-3.78%
Food & Beverage	\$188,333	\$163,291	-13.30%	\$0.69	\$0.63	-9.38%
Totals	\$270,058	\$238,533	-11.67%	\$0.99	\$0.92	-7.69%
Terminal 1 Total				271,851	260,108	-4.32%
News & Gifts	\$766,503	\$745,618	-2.72%	\$2.82	\$2.87	1.67%
Food & Beverage	\$1,916,404	\$1,863,525	-2.76%	\$7.05	\$7.16	1.63%
Specialty Retail	\$84,333	\$91,950	9.03%	\$0.31	\$0.35	13.96%
Totals	\$2,767,239	\$2,701,094	-2.39%	\$10.18	\$10.38	2.02%
Terminal 2				361,623	401,938	11.15%
News & Gifts	\$815,894	\$910,436	11.59%	\$2.26	\$2.27	0.40%
Food & Beverage	\$2,224,734	\$2,598,385	16.80%	\$6.15	\$6.46	5.08%
Specialty Retail	\$48,630	\$65,265	34.21%	\$0.13	\$0.16	20.74%
Totals	\$3,089,258	\$3,574,086	15.69%	\$8.54	\$8.89	4.09%

Notes

